

U.S. Postal Service and GSA Schedule 48

**Colorado Federal Executive Board
September 17th, 2010**



GSA contract number: GS-33F-0036V

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Agenda

- Colorado Federal Executive Board
- USPS (overview)
 - How we can help with agency missions
- Solutions
- Next Step
- Questions

USPS on GSA Schedule 48

Contract Number – GS-33F-0036V

Multiple Award / Non-Mandatory

SIN 451-1 Expedited Packages

Commercial Plus Prices

SIN 451-2 Ground Packages

Commercial Prices

No separate agency or site volume requirements



- How USPS Federal Sales Aligns with Federal Agencies and their Mission
 - Sustainability
 - Security
 - Savings/Best Value

Savings/Best Value

- Delivery to Every U.S. Address (PO Box, APO, FPO, DPO)
- Saturday Delivery
- Domestic Rates
(Alaska, Hawaii, Guam, Puerto Rico, US Virgin Islands and American Samoa)
- International destinations & discount programs



Savings/Best Value

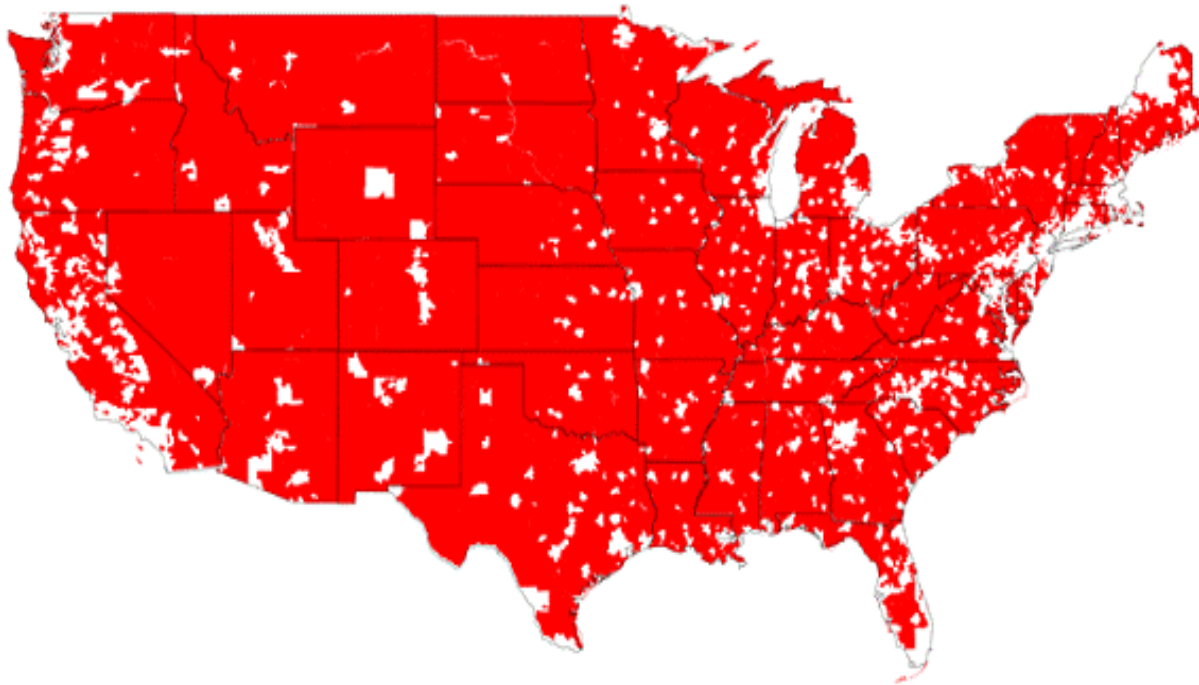
- No charge for PM boxes and envelopes
 - Co-Branding DHS
- ½ lb rate, Priority Mail Flat Rate, and cube pricing
- Upfront pricing
 - No surcharges
 - No hidden fee's



Savings/Best Value

Delivery Area Surcharge (DAS)

SURCHARGES FOR COMMERCIAL AND RESIDENTIAL DELIVERY



** Red areas are subject to DAS; areas in white are not.*

Colography Inc. 2010

Savings

Cost vs. Price

Letter 2nd Day Air 1.5 lbs

- UPS 2nd Day Air Rate \$3.49
- Air – Delivery Area
Surcharge Residential add
\$1.75 = \$5.24
- Address Correction add
\$6.00 = \$9.49
- Saturday Delivery add
\$7.50 = \$10.99
- Priority Mail Flat Rate Letter
\$4.70 (+ 1.21)
- - \$0.54 Savings
- - \$4.79 Savings
- - \$6.29 Savings

Savings

Cost vs. Price

Letter 2nd Day Air 1.5 lbs Alaska

- UPS 2nd Day Air Rate
\$21.52
- Remote area surcharge
add \$15.00 = \$36.52
- Priority Mail \$4.70
\$16.82 Savings
- Express Mail Overnight
\$6.56 Savings
- PM - **\$31.82 Savings**
- EM - **\$14.96 Savings**

Savings/Best Value

- What this means for Federal Agencies
- No Surcharges
 - Competitor can delay billing on surcharges for 2 to 3 months
 - Simplicity in Pricing & Billing
 - Resources needed to manage complicated bills
 - External audits
- Ability to better forecast your budget
- Providing the best value to your customers





Security – Maintain the Federal Chain of Custody

- Transportation of Prescriptions
- Sensitive Correspondence
 - Confidential Documents
 - Samples
 - Evidence
- Free Mailroom Security Audit
- Perform field test of suspicious powders
 - First Responders call **877-876-2455**
 - Assist in identifying suspicious substances – get operation up and running

Executive Order 13514 Agency Goals

- Sec. 13 Recommendation for Vendor and Contractor Emissions (Scope 3)
 - How the USPS can help you achieve your mission
 - USPS is a founding member of the Climate Registry
 - Only shipping company to report and 3rd party validate scope 1 and 2 GHG emissions
 - Office of Sustainability – annual report of progress for over 40 key sustainability metrics
 - EPA Supporting our Initiatives

Executive Order 13514 Agency Goals

- Sec. 2 Goals for Agencies; pollution prevention; reduce hazardous chemicals
 - How the USPS can help you achieve your mission
 - Free shipping envelopes and cartons Cradle to Cradle Certification
 - Design toxics out of process
 - Bio-friendly inks
 - Endorsed by the EPA
 - Using our packaging helps you reach your sustainability goals



Executive Order 13514 Agency Goals

- Sec. 2 Goals for Agencies; pollution prevention; reduce hazardous chemicals
 - How the USPS can help you achieve your mission
 - Recycling Initiatives
 - Prescription disposal
 - CFL Bulbs
 - Small electronics
 - Ink Cartridges
 - More
 - Solutions to Reduce Truck Rolls and Scope 1 emissions

Eco-Friendly Shipping Supplies

- Free packaging with bio-friendly inks and cardboard
- Packaging features Cradle To Cradle logo

with the right resources,
it's easy to be green.
start with us—right here,
right now.

greener choices with the U.S. Postal Service®



Express Mail Overnight

Priority Mail 2–3 Day Service



USPS Differentiators

- Only the USPS delivers to P. O. Boxes (20,000,000+) and AP0/FP0/DPO
- No additional Accessorial charges
 - USPS provides redelivery at no additional charge
 - The USPS offers Saturday delivery at NO additional cost
- The USPS provides **FREE** Cradle to Cradle Packaging
- Backed by the U.S. Postal Inspection Service
- USPS is a Federal Government Agency
- Less than 1 lb. solution-without paying the pound rate

Best Value

- **Sustainability**
- **Security**
- **Savings**
- **Best Total Cost**



Next Steps

- Provide a contact within your agency
- Free Competitors Financial Analysis
- Review Sustainability Goals
- Review current recycle programs



Photographer: PHAA FINLEY WILLIAMS

Thank You

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